

## Message Text

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43

ACTION COME-00

INFO OCT-01 NEA-14 ISO-00 EB-11 DRC-01 RSC-01 /028 W

----- 089842

P 231220Z JUL 74

FM AMEMBASSY KUWAIT

TO AMEMBASSY ABU DHABI PRIORITY

AMEMBASSY BEIRUT PRIORITY

SECSTATE WASHDC PRIORITY 0329

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FROM AMBASSADOR WOLLE MUSCAT

EO 11652: NA

TAGS: BEXP MU

SUBJ: OMANI INTEREST IN U.S. HEAVY CONSTRUCTION EQUIPMENT

REF: KUWAIT 2348 ET AL

1. W.J. TOWELL REPORTS THEY ARE STILL VERY MUCH INTERESTED IN AGENCIES FOR U.S. EQUIPMENT DESPITE OFFERS FROM FIRMS IN INDIA, JAPAN AND ELSEWHERE. COMPANY HAS OBTAINED 700 SQ METERS OF PRIME COMMERCIAL SPACE FOR DISPLAY, WAREHOUSING, AND REPAIR FACILITIES AND HIRED TWO MANAGERS WITH EXPERIENCE IN THE FIELD.

2. FROM INFORMATION PROVIDED BY EMBASSY AND OTHER ADVICE, TOWELL HAS TENTATIVELY DECIDED TO SEEK THE FOLLOWING AGENCIES, IN ORDER OF DESIRABILITY:

A. FIAT/ALLIS WITH BUCYRUS-ERIE

B. CLARK EQUIPMENT

C. J.I. CASE

TOWELL REPS WILL TRAVEL, PREFERABLY TO BEIRUT BUT TO U.S. IF NECESSARY, SOON AFTER RECEIVING REPLIES TO QUESTIONS PARA 3 BELOW.

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3. ACTION REQUESTED: FOR BEIRUT AND ABU DHABI, PLEASE REPORT WHETHER ABOVE FIRMS HAVE AGENCIES WHICH COVER OMAN AND/OR UAE, AND WHETHER AGENTS ARE FOREIGN OR INDIGENOUS FIRMS. FOR BEIRUT, PLEASE REPORT WHETHER CLARK EQUIPMENT WOULD BE INTERESTED (TOWELL MANAGER D.J.B. POWELL KNOWS CLARK DISTRICT MANAGER K.S. KUBLER). FOR ALL ADDRESSEES, PLEASE ASSESS LIKE-LIHOOD FIRMS WOULD BE AMENABLE TO ARRANGING SUPPLY OF EQUIPMENT AND MAJOR SPARES ON CONSIGNMENT WITH APPROPRIATE GUARANTEES, AND WHETHER THEY WOULD BE WILLING TO SIGN AGENCY AGREEMENT FOR ONLY A PORTION OF THEIR LINE, KNOWING THAT OTHER, NONCOMPETITIVE, LINES FROM OTHER SUPPLIERS MAY BE REPRESENTED (I.E. TOWELL IS CONSIDERING SELECTING CERTAIN TYPES OF EQUIPMENT FROM SOME OR ALL OF ABOVE FIRMS, IF POSSIBLE.) REQUEST REPLY SOONEST. STOLTZFUS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** kelleyw0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1974KUWAIT03104  
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**Drafter:** n/a  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** OMANI INTEREST IN U.S. HEAVY CONSTRUCTION EQUIPMENT  
**TAGS:** BEXP, MU  
**To:** COM ABU DHABI STATE  
**Type:** TE  
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